

## Message Text

UNCLASSIFIED

PAGE 01 DAMASC 00943 230714Z

14

ACTION NEA-10

INFO OCT-01 EB-07 ISO-00 TRSE-00 /018 W

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R 230641Z FEB 76

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 6356

INFO USDOC WASHDC

UNCLAS DAMASCUS 0943

E.O. 11652: N/A

TAGS: BTIO, SY

SUBJECT: TRADE OPPORTUNITY FOLLOW UP - HEAVY TIPPERS  
AND TRUCKS

REF: STATE 34915

1. OFFICIAL OF AFTOMACHINE (GOVERNMENT PURCHASING AGENCY WHICH ISSUED TENDER) SAYS THAT BIDS ARE STILL BEING EVALUATED. WILLIAMS-KILPATRICK OFFER AMONG THOSE BEING CONSIDERED. OFFICIAL COULD NOT SAY WHEN DECISION MIGHT BE REACHED. EMBASSY WILL BE HAPPY TO SEND LETTER TO AFTOMACHINE TESTIFYING TO EXCELLENCE OF GM PRODUCT AND ADVANTAGES OF BUYING AMERICAN, IF WILLIAMS-KILPATRICK WOULD SEND MORE INFORMATION ON NATURE OF TENDER AND BID. PAST EXPERIENCE SUGGESTS, HOWEVER, THAT SUCH A LETTER HAS LITTLE INFLUENCE ON SARG DECISION. WE DO NOT THINK TREASURY SECRETARY SIMON SHOULD RAISE THIS MATTER DURING HIS MARCH 3 DAMASCUS VISIT, AS THE SECRETARY WILL BE UNDER A VERY TIGHT SCHEDULE AND WILL NOT BE MEETING WITH SARG OFFICIALS RESPONSIBLE FOR SUCH TENDERS.

2. EMBASSY RESPONSE TO REQUEST SLOWED BECAUSE REFTEL DID NOT INDICATE WHICH SARG AGENCY ISSUED TENDER AND BECAUSE THE TENDER, WHEN ISSUED OVER A YEAR AGO, WAS NOT RELEASED TO EMBASSIES. INDEED, WE DID NOT KNOW UNTIL RECEIPT OF REFTEL OF THIS TENDER NOR OF GM INTEREST. HAD GM OR WILLIAMS-KILPATRICK CONSULTED OR AT LEAST INFORMED EMBASSY AT SOME STAGE IN NEGOTIATING BID, WE MIGHT HAVE BEEN ABLE TO OFFER ASSISTANCE. WE DO NOT UNDERSTAND  
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ADVICE OF UNNAMED "SYRIAN LAWYERS" TO KEEP EMBASSY

IN THE DARK OR WHY REPUTABLE AMERICAN FIRM SHOULD HEED SUCH  
ADVICE. PLEASE ASK W-K NAME OF SYRIAN LAWYER AND REASONS HE ADVISED  
W-K NOT TO CONTACT EMBASSY. WHAT IS ROLE "BS BEDI, AN INDIAN  
SIKH" WHO ALLEGEDLY IS HANDLING NEGOTIATIONS?  
SYRIAN LAW REQUIRES THAT ONLY SYRIAN CITIZENS BE EMPLOYED  
AS AGENTS FOR FOREIGN FIRMS DOING BUSINESS IN SYRIA.

3. WE WOULD WELCOME WILLIAMS-KILPATRICK PARTICIPATION  
IN DAMASCUS INTERNATIONAL FAIR (JULY 25-AUGUST 20, 1976),  
AND ASSUME W-K AWARE THAT GM HAS AN ACCREDITED AGENT IN DAMASCUS --  
IMPEX TRADING CO -- WHICH EXHIBITED CHEVROLET AUTOMOBILES  
IN US FAIR PAVILION LAST YEAR.  
MURPHY

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